

Message Text

UNCLASSIFIED

PAGE 01 ISLAMA 03595 091157Z

42

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 L-03 /021 W

----- 126408

R 090915Z APR 76

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 4937

INFO AMCONSUL KARACHI

AMCONSUL LAHORE

UNCLAS ISLAMABAD 3595

DEPT PASS COMMERCE

E.O. 11652: N/A

TAGS: BFOL, US, PK,

SUBJ: REQUEST FOR ASSISTANCE BY FULLER CORPORATION

1. THIS IS TO ALERT DEPT AND COMMERCE TO A POTENTIAL
COMMERCIAL PROBLEM INVOLVING THE BIDDING ON THE EXPANSION
OF THE STATE CEMENT CORPORATION'S PLANT AT MUSTAHKAM.

2. THE FULLER CORPORATION OF CATASAUQUA, PENNSYLVANIA,
HAD BEEN BIDDING ON THIS PROJECT ALONG WITH SEVERAL OTHER
SUPPLIERS. FULLER HAD PREVIOUSLY WON A BID FOR THE
EXPANSION OF ANOTHER STATE CEMENT PLANT AT JAVEDAN.
ON APRIL 2, FULLER'S LOCAL AGENT (A.G. AHMAD AND SONS OF
KARACHI) TOLD CONGEN LAHORE THAT STATE CEMENT HAD ISSUED
A LETTER OF INTENT TO A GERMAN FIRM (KHD) THE PREVIOUS
DAY. ACCORDING TO FULLER'S AGENT, KHD'S BID HAD BEEN
FOUR TO SIX PERCENT HIGHER THAN FULLER'S, DEPENDING
ON WHICH OPTION WAS CHOSEN. FULLER'S AGENT, FURTHERMORE,
SAID THAT KHD HAD NOT PARTICIPATED IN THE ORIGINAL
BIDDING AND MADE ITS OFFER 90 DAYS AFTER THE BIDDING CLOSED
ON SEPTEMBER 30, 1975. CONGEN LAHORE ATTEMPTED TO GET
IN TOUCH WITH THE CHAIRMAN AND SENIOR OFFICERS OF STATE
CEMENT BUT WAS TOLD THAT THE MATTER SHOULD BE TAKEN UP
WITH THE RESPONSIBLE MINISTRY IN ISLAMABAD. ACCORDINGLY,
DCM WROTE A LETTER TO PRODUCTION SECRETARY, S.B. AWAN,
ASKING HIM TO VERIFY THE FACTS OF THE CASE AND REQUESTING
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ISLAMA 03595 091157Z

AN APPOINTMENT TO DISCUSS THE SUBJECT AS SOON AS THIS

HAD BEEN DONE.

3. ON APRIL 7, STATE CEMENT GENERAL MANAGER (TECHNICAL), M.A.(KHAN, CALLED CONGEN LAHORE TO ASK WHETHER FULLER HAD BEEN DIRECTLY IN TOUCH WITH THE CONGEN ABOUT THIS MATTER. LAHORE SAID THAT ONLY FULLER'S AGENT HAD BEEN IN TOUCH. KHAN THEN SAID THAT FULLER'S BID HAD NOT BEEN THE LOWEST, BUT RATHER THE THIRD LOWEST. HE WOULD NOT COMMENT ON THE IDENTITY OF THE SECOND LOWEST BIDDER OR THE PERCENTAGE DIFFERENCE BETWEEN FULLER'S BID AND KHD'S. HE ADDED THAT STATE CEMENT WOULD HAVE PREFERRED TO AWARD THE CONTRACT TO FULLER BECAUSE OF ITS PREVIOUS ASSOCIATION WITH FULLER. ON THE BASIS OF FULLER'S PRESENT BID, HOWEVER, THIS HAD NOT BEEN POSSIBLE. CONGEN LAHORE PASSED THE FOREGOING TO FULLER'S LOCAL AGENT WHEN LATTER PHONED APRIL 8.

4. MEANWHILE, THE OFFICE OF PRODUCTION SECRETARY AWAN IN ISLAMABAD CALLED DCM APRIL 7 TO SAY THAT AWAN WAS OUT OF TOWN UNTIL APRIL 9 AND WOULD BE IN TOUCH WITH US AFTER HIS RETURN TO ISLAMABAD. EMB WILL FOLLOW UP AND ADVISE DEPT AND COMMERCE OF ANY FURTHER INFORMATION WE ARE ABLE TO DEVELOP.
BYROADE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ISLAMA03595
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760135-0026
From: ISLAMABAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760479/aaaacpek.tel
Line Count: 85
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUN 2004 by SilvaL0>; APPROVED <01 FEB 2005 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REQUEST FOR ASSISTANCE BY FULLER CORPORATION
TAGS: BFOL, US, PK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006